

Message Text

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ACTION ARA-20

INFO OCT-01 ISO-00 EB-11 COME-00 CIAE-00 INR-10 NSAE-00

RSC-01 USIA-15 AGR-20 XMB-07 TRSE-00 DRC-01 /086 W

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R 132020Z FEB 74

FM AMEMBASSY SAN JOSE

TO SECSTATE WASHDC 6220

UNCLAS SAN JOSE 0572

E.O. 11652: NA

TAGS: BEXP CS

SUBJECT: U.S. EXPORT FINANCING SEMINAR

REF: (A) SAN JOSE 4397, 12/13/73; (B) STATE 23648,
2/5/74

1. SEMINAR PROPOSED (REF A) IS CONSIDERED VITALLY
IMPORTANT IN COSTA RICA TO U.S. EXPORT EXPANSION
EFFORTS. THERE IS A CONSPICUOUS LACK OF GENERAL
KNOWLEDGE ABOUT THE AVAILABILITY OF U.S. FINANCING
PROGRAMS FOR U.S. EXPORTS.

2. THE SPECIFIC AGENDA FOR AN EXPORT FINANCING
SEMINAR, EMBASSY BELIEVES, IS ONE THAT SHOULD BE
DETERMINED BY THE PARTICIPATING FINANCIAL INSTITUTIONS.
REPRESENTATIVES OF 2-3 LOCAL BANKS SHOULD BE INCLUDED
AMONG THE PARTICIPANTS. THE SEMINAR SHOULD FOCUS
UPON THE ADVANTAGES AND COMPETITIVE ASPECTS OF THE
TOTAL U.S. FINANCING PROGRAM VIS A VIS OTHER COUNTRIES.

3. TOPICS THAT SHOULD BE CONSIDERED FOR THE AGENDA
ARE: (A) COMMERCIAL BANK EXPORT FINANCING INCLUDING
MEDIUM AND SHORT TERM DISCOUNT PROGRAMS. (B) COMMERCIAL
BANK PARTICIPATION IN EXIMBANK CREDITS. (C) EXIMBANK'S
LEASE GUARANTEE PROGRAM. (D) ON-GOING SELS COVERAGE
(DISTRIBUTORS FINANCING PROGRAM). (E) EXIMBANK'S
COOPERATIVE FINANCING FACILITY (CFF). (F) PROGRAM
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OF FOREIGN CREDIT INSURANCE ASSOCIATION (FCIA).
(G) OTHER FINANCING PROGRAMS THAT MAY BE CONSIDERED

APPROPRIATE FOR COSTA RICA.

4. THE EXPORT FINANCING SEMINAR PROPOSED FOR MAY 1974 WAS DISCUSSED IN PRINCIPLE WITH THE LOCAL CHAMBERS OF COMMERCE WHO ENDORSED THE IDEA ENTHUSIASTICALLY. IT IS TO BE CONDUCTED UNDER THEIR JOINT SPONSORSHIP AND ALL LOCAL COST IS TO BE FUNDED ENTIRELY BY THEM.

5. THE FOREGOING IS IN RESPONSE TO INFORMATION REQUESTED REF A PARAGRAPH 2F. EMBASSY'S RESPONSE TO OTHER POINTS RAISED IN REF A WILL BE SUBMITTED ASAP.
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Message Attributes

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Disposition Event:
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30 JUN 2005

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